

AREA OF SERVICE

Our general service area is mainly Southern Ontario: London, Kitchener, Sarnia, St. Thomas, Strathroy, Woodstock, Ingersoll, St. Marys, Stratford, and both the communities and neighbouring rural areas in between, with other areas by request. Specific rate quotations are readily available; just a quick phone call to one of our staff is needed.

INVESTMENT, COMMERCIAL & INDUSTRIAL

ICI properties require special attention. Investment properties typically involve residential apartment complexes and other multi-tenant residential or commercial & industrial properties. Just as there is a diversity of these property types, there is also a wide assortment of potential valuation methods that are specifically relevant to each. We recognize the need to pay particular attention to property nuances and will gladly discuss these requirements with you.

RESERVE FUND STUDIES

A Reserve Fund Study is a financial planning tool that identifies the current status of a corporation's capital reserves in order to provide a funding plan that will offset the anticipated future major replacement obligations. Its purpose and benefits are to maintain asset value, equalize multi-year contributions to ensure fewer special levies, develop a stable and equitable funding plan that meets the needs of current & future owners, to prepare for anticipated future through proactive planning rather than reactive response, and to keep informed of the service lives and projected replacement costs of assets.

They are recommended for: Condominiums, Non-Profits, Government Buildings, and any other large holding.

Otto & Company Corporate Profile

Our company is composed of individuals whose educational background, professional experience, and skills provide a service for all types of valuation assignments, and the firm is solely concerned with the valuation and analysis of real property.

Our continued success is based on maintaining the highest standards in the real estate appraisal and consulting field. To accomplish this, all of our reports are prepared to conform with: CDIC - Canada Deposit Insurance Corp. and CUSPAP - Canadian Uniform Standards of Professional Appraisal Practice (Appraisal Institute of Canada).

All Reports, records, and assignments are subject to strict privacy measures in order to ensure confidentiality. As professional appraisers, we do not act as an agent or broker for purchase, sale, financing, or any other purpose. Our team is always prepared to stand behind their reports and to give an account of their findings.

Services...

- Purchase & Sale
- Employee Relocation
- Lease & Rental Analysis
- Mortgage Lending
- Assessment Review
- V-Day (Capital Gains)
- Project Feasibility
- Fire Insurance & Damage Claims
- Negotiations & Arbitrations / Expert Witness
- Expropriation Issues / Compensation Claims
- Expert Condominium Consultations, Reserve Fund Study & Insurance Valuation



Property valued properly

London: T 519 432-2232 F 519 432-2979

Kitchener: T 519 772-0193 F 519 772-0194

Sarnia: T 519 337-3559 F 519 337-7279

info@ottoandcompany.com



OttoAndCompany.com

Our consultation and appraisal services can help you to answer the following questions about your property:

- Does the quality or stability of tenants have a positive or negative impact on value?
- Are there deferred maintenance issues that will impact on value?
- Are the current rents below, at, or above the current market rates?
- What rate of return should an investor expect in this market?
- What is the property's Highest & Best Use?
- Is there opportunity for future economic development?
- What impact do locational factors have on value?
- What are the supply & demand trends?
- Is the investment financially feasible?

In order to provide a sensible estimate of market value, application of the *Comparative Approach* or the *Income Approach* is used. Our staff is skilled at applying the *Direct Capitalization Method*, the *Mortgage Equity Method*, and the *Discounted Cash Flow Technique*.

Past Assignments have included:

- Commercial stores & plazas, from single to regional multi-tenant projects;
- Warehousing, general & special purpose industrial buildings for a variety of uses;
- Small to large office blocks, some of which include mixed residential elements;
- Agricultural holdings, including cash crop, dairy, poultry, and livestock uses;
- Condominiums and apartment buildings;
- Motels & hotels, resorts, marinas, golf courses, restaurants, gravel pits, and automotive dealerships.

SPECIAL PURPOSE PROPERTIES

Frequently, our clients need special expertise. These can include valuation tasks for:

- Hotel, motel, and bed & breakfast;
- Church, golf course, gravel pit, or other unique projects;
- Marina, mini-storage facility, or natural resource properties;
- Utility corridors, right-of-way, and expropriation matters;
- Feasibility studies and market analysis;
- Revenue Canada V-Day, Capital Gains valuations;
- Investment analysis, benefit & cost studies; and
- Leasehold valuation, rent arbitrations, and rental property analysis

Rates for these assignments are by specific quotation. Before you order an appraisal, a brief telephone discussion with one of our senior staff will help to determine what is needed. There is no substitute for experience, and we would be pleased to help you with your valuation or consultation needs and inquiries.

RESIDENTIAL

Our daily residential assignments typically involve preparing appraisal reports for valuation estimates for:

- Property purchase and sale,
- Relocation, and
- Mortgage financing

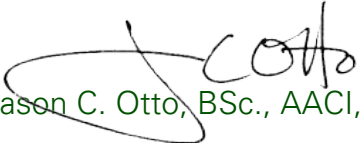


Some of Our Clients...

- Royal Bank
- National Bank
- Bank of Montreal
- Canadian Imperial Bank of Commerce
- Business Development Bank of Canada
- Libro Credit Union
- Mainstreet Credit Union
- Pricewaterhouse Coopers Inc.
- BDO Dunwoody Ltd.
- All Points Relocation Services
- Ministry of Transportation (Ontario)
- Public Works and Government Services Canada
- Enbridge Pipelines Inc.
- Suncor Energy Products Partnership
- Siskinds, The Law Firm
- The Municipality of Lambton Shores
- The Municipality of Thames Centre
- Scotiabank
- TD Canada Trust

We are a full service company, from valuation to consultation, that is well-established in the Southern Ontario market. Thank you for allowing us to introduce ourselves. We look forward to working with you.

Sincerely,


Jason C. Otto, BSc., AACI, P.App